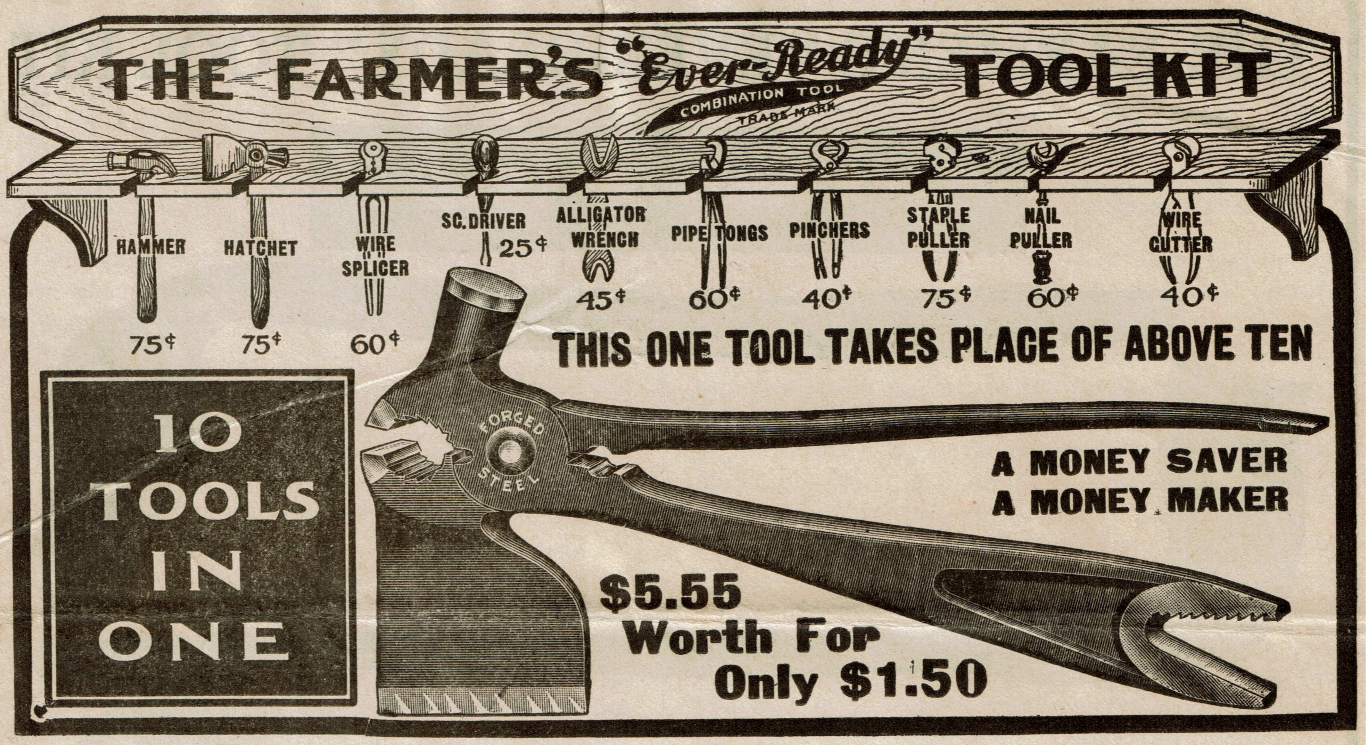


Drop Forged

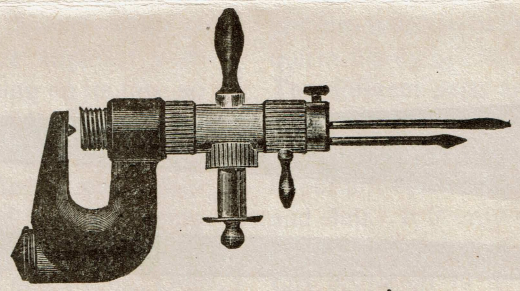
From a

Solid Bar of the Best Steel

FOR SALE ONLY BY US AND OUR REPRESENTATIVES

THE MEND-A-RIP

A high-class machine made of machine steel. A practical, every-day tool.



A perfect hand sewing machine and riveter combined. It will rivet. it will sew.

(Patent applied for.)

The Foote Manufacturing Company,

DAYTON, OHIO.

THE FARMER'S "EVER-READY" TOOL KIT

BAR OF SPECIAL HIGH CARBON STEEL

Drop Forged From a Solid Bar of Best Steel

How the "Ever-Ready" Tool Kit Is Made

The cuts on the opposite page illustrate the manner in which the forgings are made which we use in the manufacture of the **Farmer's "Ever-Ready" Tool Kits.**

This process starts with the compounding of the steet at the rolling mill. This is a very important feature, and perfection is reached only by our long and thorough study and experience. After the steel has been compounded it is rolled out into bars about an inch square and about 8 feet long. These bars are then cut up into blocks containing just sufficient of the special high carbon steel to make one side or half of the tool, as shown at the top of the opposite page.

This piece is then put into a very hot furnace heated with crude oil and is left there until it reaches a bright red. It is then drawn out by many hard and rapid strokes with the use of a special automatically operated hammering machine, to form either half desired, as shown by illustrations Nos. 1 and 2.

Illustration No. 1 shows the piece used to make the blade or screw-driver half. You will notice that this has, to some extent, the outline of the same half when finished, there being a block of steel left on one end for the blade and pincers, and the handle drawn out very slender to give length to the screw driver.

Ilustration No. 2 shows the piece used for making the pole or alligator-wrench half. The handle, you will notice, has been left much heavier. This is done to give sufficient stock to make the wrench, and the addition of this wrench requires a much heavier handle than the other half described above. This is what we call the master handle, as comparatively all the strain comes on this side when pulling on staples or nails.

These pieces are again re-heated by the same process as outlined above, and put through a pair of huge hammers. These hammers are supplied with large blocks of steel, each containing on its face an impression of one half of one of the sides or halves of the tool. The faces of these blocks or dies when put together correctly have an opening inside which conforms exactly to the shape and size of the side being forged. The machine stands upright and is something like fifteen feet in height and weighs many tons. One of the dies or blocks of steel containing one of the impressions is fastened very securely to the base or lower part of the machine, with the face upward showing the impression in plain view. This forms what might be termed an anvil. The other die or block of steel containing the other impression, which mates exactly to the one described, is fastened face downward very securely to what might be termed the hammer or plunger. This hammer or plunger alone weighs several tons. The hammer or plunger, while in use, has an up and down movement of several feet, and is operated by a steam cylinder located just above, the piston of this cylinder, uniting with the hammer and making a complete steam engine, so to speak, of tremendous horse power. While the upper die is at the upper end of the stroke, one of the pieces of steel, as shown by illustration No. 1 or 2, after being heated to a bright red, is placed on the impression on the lower die.

The piece being placed, the steam is turned into the cylinder by the use of a foot lever, and the upper die at once falls with great pressure, followed by the heavy hammer and pressure of steam. It strikes with a force of many tons, and as the impressions in the two dies meet exactly, the piece of steel is forced into the exact shape of the dies. Before the forgings are pronounced perfect it is necessary that this machine make about twelve strokes, each one seeming to be sufficient to break the dies all to pieces. This makes the forgings very compact and high in quality and gives them great tensile strength. This operation makes the forgings in appearance like that shown by illustrations Nos. 3 and 4.

The forgings are then, while hot, put through another machine which is equipped with what is termed trimming dies. This operation trims off the fin, which is the ragged part shown in illustrations 3 and 4. After this fin or flash is trimmed off the forgings are in appearance as shown in illustrations 5 and 6.

After they have been trued up, all the twists and strains taken out, they are pronounced complete. It is only now that we have what we might term the raw material for the manufacture of our Hatchets.

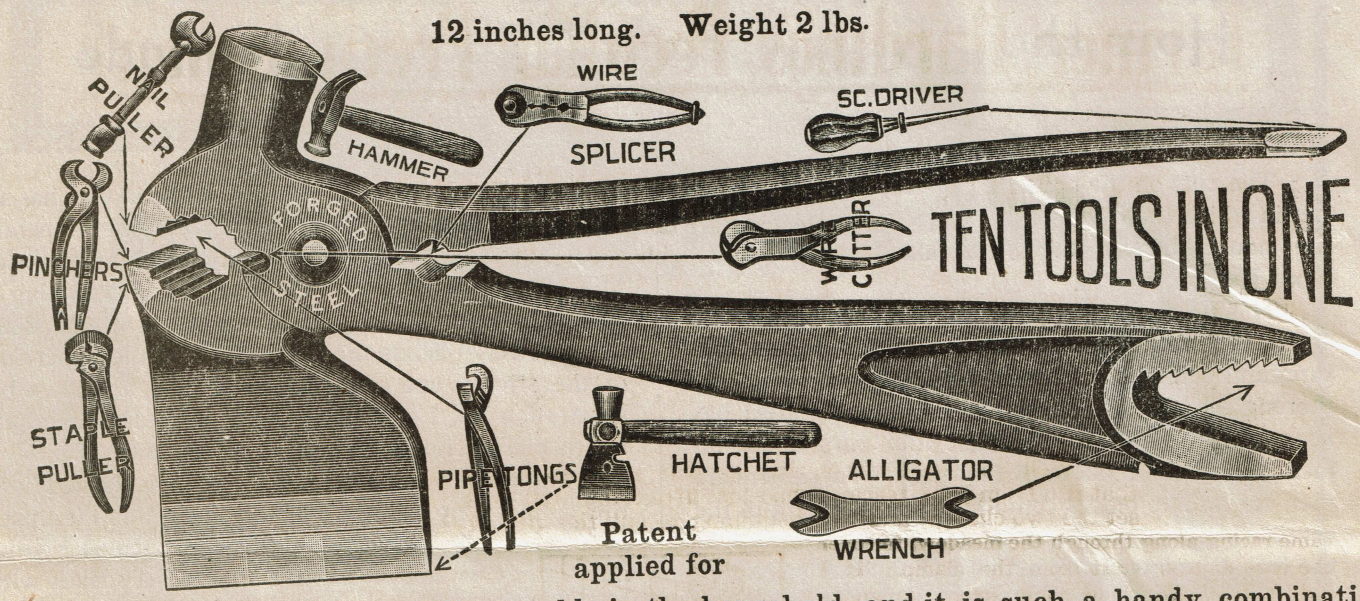
These pieces of steel are put through a series of not less than twenty-five machine operations. This requires heavy machinery and an expensive equipment. The different parts are milled and fitted together. After the machine work is done the forgings are then ground and tempered by natural gas. This is a very important operation, and it requires the greatest care and skill. It is only with our long experience with the manufacture of these tools that we are able to perform this operation in a way that makes a tool of sterling worth. After the tempering is done they are riveted together and given the finishing touches of polishing and painting.

It would be quite interesting to give you in detail all the different operations which are necessary in the manufacture or the Farmer's "Ever-Ready" Tool Kit, but space does not permit. We trust that this brief explanation will be considered as conclusive evidence that our Hatchets are not "moulded," but are made from a **solid bar of special high carbon steel.**

THE "Ever-Ready" TOOL KIT

COMBINATION TOOL
TRADE MARK

12 inches long. Weight 2 lbs.



Patent applied for

A tool of this character is indispensable in the household, and it is such a handy combinatio that it will be found most useful and convenient for shop and storeroom.

There has been a number of very good tools put on the market, but we claim that the **"Ever-Ready" Tool Kit** is far superior to them all.

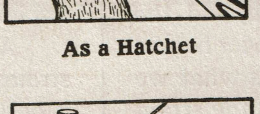
There has been no expense or trouble spared in making it a perfect tool in every respect. It is **drop forged from a solid bar of the best of steel,** and then put thru a series of machine operations. It is a lon and tedious process but by taking th greatest care during every operation w are able to present you a tool that is pe fect in every detail, yet by manufacturin them in large quantities with our improve facilities and skilled workmen, the price within the reach of all.

As a Hammer

Easy to Carry With You

By referring to the illustration at the top of this page it will be seen that the "Ever-Ready" Tool Kit is a combination of ten of the most necessary tools of every well regulated household—really a *whole kit of tools on one handle.* It is the result of our wide experience in the manufacture and sale of combination tools. The old way—a separate tool for everything and nothing in its place—is the money-losing way. The cost of the separate tools is $5.55, while the "Ever-Ready" Tool Kit—ten tools in one and everything in its place—costs only $1.50, a saving of $4.05. Besides with the old way you need a tool chest, and when you want a particular tool can seldom find i

As a Hatchet



As a Wire Splicer

No Tool Chest Needed

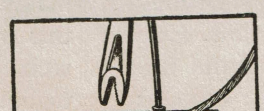
The Hammer part is well balanced an has just the right swing for heavy driving The Hatchet is finely tempered and wi carry a keen, sharp edge. The Alligat Wrench is fashioned after the regular typ and will be found one of the most usef tools in the combination. By means of th Pipe Tongs, between the jaws, you will able to do many things with pipes and ro without employing a mechanic. These, t gether with the Screw Driver, Nail Pulle Pincers, Wire Cutter, Staple Puller an Wire Splicer are all worked out on scienti principles, and made as perfect as can b

Saves Its Cost Many Times Over

It is not to be classed with cheap tools in any way. The different tools are finely finished and polished, making it very attractive and presentable.

In offering this tool we feel a great degree of pride, as we know that it has no superior and is bound to give satisfaction to every purchaser. It is only a matter of getting a sample into your hands. We know the rest—orders are bound to come. Your customers will want to take it in their hands and examine it and the more they examine it the better they will like it. Its usefulness will become apparent and sales are made by the tool itself.

Do not miss ordering a sample as it is a seller from the word "go". Think of the convenience. No worry. Keeping one in place is keeping them all. E ery home in America needs tools—hatchet, hamme wrench, etc. They're all in one; not scattered fr basement to garret, but all in one pie No tools lost; none misplaced. No matt what you want, its here. "Where did y lay that hatchet last time."—"Do know."—"Or hammer, or screw-driver." "Don't know." That's it, you *never* kno But you *always* know where to find j what you want with the "Ever-Ready" in the hou



As a Screw Driver

You have a home, you know the annoyonce of lost to How often have *you* wanted just such a combination t Why not go to work supplying the demand? Earn some this easy money yourself. We'll help. Send for sam today—right now.

FOR PRICES SEE OPPOSITE PAGE

Farmer Harding's Peculiar Predicament

PERCHED on the top of that telephone pole, I was in a pretty fix. My wire-splicers had broken. I was six miles from town, a mile from the house and ten rods from the road. You certainly would have taken a big laugh if you had seen me."

Farmer Harding and his nearest neighbor, John Peters, were sitting on the schoolhouse steps one Sunday afternoon. On the preceding Wednesday night there had been a meeting of the Oakwood Farmers' Telephone Co. They had been discussing matters brought up at the meeting.

Farmer Harding was one of the most active in the formation of the new Telephone Company and the putting thru of the line. He had been elected secretary. He had promised to erect the poles and to string all the wires where the line crossed his land. He was on the last pole above referred to, about to finish the line. The time was four o'clock in the afternoon. He had but a couple of hours to get to the house, wash up and report at a meeting of the directors.

"You haven't told me all about it," said Farmer Peters. "How did it happen?"

"Well, you see, I was on that last pole, about to connect the wires from my house with the wires that run from your place. I had just fifteen minutes work to splice the two wires together. I had set the two clamps, and was beginning to pull the wire off the ground, when that fool calf of mine came racing along through the meadow, fell over the wire and jerked it from the clamp. If I didn't feel like using some strong language then, I never did before; but I gritted my teeth and hung on to the other wire, wondering what I should do. I was fixed in such a position that I could not turn around; I didn't want to drop the wire that ran to the house. I could not climb down the post and get the other wire. As I was figuring how I could get myself out of this trouble, and finish up the line so we could talk over it by night, a fellow drove along in a buggy and waved his hand at me. He saw that I was in trouble and shouted, "What's the matter over there?"

"'Dropped a wire!—can't get it,' said I."

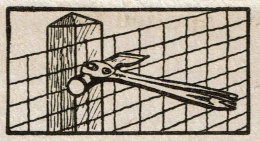
"Did you know the man?" asked Farmer Peters.

"Never saw him before, but he was a mighty accommodating fellow. He drove his horse down in the gully beside the road, hitched him to a fence post, jumped out with a satchel, and raced across the ten rods as if he was about sixteen years old. I had the rope with me that I pulled up wires with, and threw one end to him. He went down a ways to where the end of the wire lay, opened up his satchel, took out a peculiar hatchet-like tool, made a bend in the wire, finished a loop, put the rope thru it, and told me to pull. This I did, dropping the rope to him over the cross-arm. With his help I got the clamp once more on to the wire."

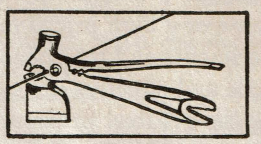
"'How are your wire-splicers?' he asked. 'I had a good pair but they are broken," said I. Then he says, 'Here's an "Ever-Ready" tool I would like to have you try.' He hitched the new-fangled tool on the end of the rope. I pulled it up. Back of the joint he pointed out an oblong slot. 'Put your wire ends in that slot, make the usual turn, and you will make a splice in half the time you did before.'

"I had my wire cutters with me and started to clip off the wire to make the splice. They were miserably cheap clippers. As I put some pressure on them the jaws snapped. 'There!' said I, 'now I am in another fix. I can't cut the wire.' 'O,' said he, 'there's a wire-cutter on that tool.' 'Where?' 'Right there between the jaws.' Sure enough. I cut the wire quickly, put the two ends together, and had the wire spliced and the line finished in five minutes.

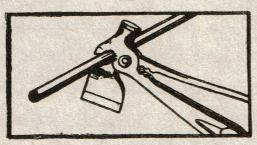
"While I was on that pole I used that tool for SIX different purposes: I cut the wire, spliced it, tied it to the insulator, used the alligator wrench to tighten a burr on the cross-arm, trimmed off a bad knot on the pole and hammered up a 'Post No Bills' sign."



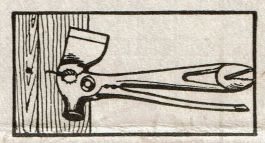
As a Staple Puller



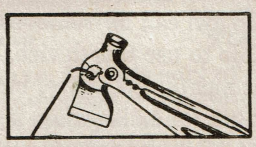
As a Wire Cutter



As Pipe Tongs



As a Nail Puller



As Pincers

As an Alligator Wrench

"You must have been mighty thankful," said Peters.

"You can bet your best colt I was." replied Harding.

"'What do you call that tool?' I asked. 'The Farmer's "Ever-Ready" Tool Kit,' he replied. 'How much are they?' 'Only $1.50 apiece.' We drove to the house. I went to the bureau, found $3.00, and bought two. I invited him to supper and urged him to go down to the meeting of the directors, telling him that such a tool as that ought to be known to every farmer in this section As a result he sold over twenty-five of those "Ever-Ready" Tool Kits to the men that evening."

"I want one," said Farmer Peters, I'm sorry I wasn't there."

At this point Farmer Harding pulled out of his pocket the tool referred to. It was stamped on the the side "Drop Forged Steel." It had jaws that could be used for a pipe wrench, for a nail puller, as a staple puller and for pincers. It had a sharp slot back of the jaws as a wire cutter. On the top was a hammer-head, and on the bottom a hatchet-blade. Back of the jaws was an oblong slot to be used for wire-splicing. On the upper handle was a screw driver, and on the lower handle an alligator wrench.

"Altho I have had this tool only since Wednesday, I have carried it everywhere. It is just exactly what its name claims. It is really an "Ever-Ready" Tool Kit. It takes the place, in many instances, of about ten tools, and is always on hand. I don't have to search around for a hammer, hatchet, screw driver etc. I have used it on the binder and on the windmill. I have fixed the carriage bolts with it, screwed a hinge on the pig-pen door, and used it in a hundred ways that have saved me time, worry and money. When I bought two, I didn't know I was providing for you, Farmer Peters, but if you want to buy the second one, I would be pleased to sell it to you."

At this time Farmer Peters got down deep in his Sunday-clothes pocket and pulled out $1.50 which he handed to Farmer Harding.

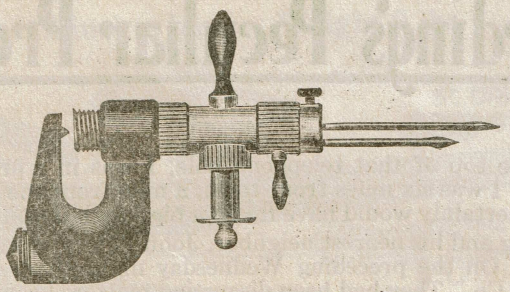
"I can't exactly say," said Farmer Peters, "that I am glad you got into trouble on the telephone pole, but I am mighty glad you brought my attention to this tool, which is certainly so ingenious, and so useful in hundreds of places."

Retail Price of the " Ever-Ready "Tool Kit, $1.50

Wholesale Price $9.60 Per dozen.

THE MEND=A=RIP

A high-class machine made of machine steel. A practical, every-day tool.



A perfect hand sewing machine and riveter combined. It will rivet, it will sew.

(Patent applied for.)

This wonderful little device, which is the greatest combination ever offered, will put a rivet in any break in your harness in an instant. If you will glance at the cut of the machine, you will wonder how this queer-looking little device can do so much. Yet it will do the finest job of riveting and sewing of any tool we have ever seen.

It weighs but a few ounces, yet it is so powerful and strong that it will stand the severest strain that will ever be put upon it in its work. Being small it can be used in many nooks and corners where it would be impossible to use a larger machine.

As a riveter it can be given great force power, clinching the rivet the right way every time. It can only set the rivet the right way, and is without doubt the most wonderful little device ever invented. It will put a rivet in any break in your harness, repairing it instantly.

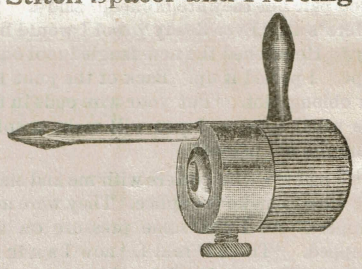
We had long realized that there should be some practical way devised to make the well known hollow rivet available for every day use, without the expense of a high priced machine such as harness makers and factories use. It was only after many exhaustive experiments and the spending of much time and money that we finally succeeded in perfecting this wonderfully simple and effective little device. It will do the finest job of riveting or wax-end sewing that you ever saw. It has the greatest pressure of any hand riveter ever devised, and will force a rivet thru the hardest and toughest leather, clinching it down firmly and neatly.

The magazine will carry a sufficient supply of rivets to repair any break that may occur while on the road or in the field at work. To use the riveter simply unscrew the cap of the magazine, take out the rivet, slip the rivet into the socket, turn on the pressure, and the work is done in the twinkling of an eye, so strong and firm and neat that you will quickly realize why the users call it the "little wonder."

Important as the riveter is, the sewing machine is perhaps the most wonderful and useful part of the Mend-a-Rip. With it you can sew through leather or any material where it is desirable to use a wax-end, and it will do as nice, neat and strong a job as any machine in the world—work that you cannot tell from sewing done on a regular harness maker's sewing machine.

It makes the regular Tambor or sewing machine stitch. By using the automatic stitch spacer every stitch will be exactly alike and of the same length. If it is not desirable to use the stitch spacer it can be instantly removed.

We herewith give you an illustration (see cut at the right) of the **Automatic Stitch Spacer and Piercing Awl.** The main body of the lever is a regular chuck nut for holding the needles in the Mend-a-Rip. The ring that contains the awl can be removed by loosening the thumb-nut. Now, it is not always desirable to use this device, and when it is not it can be removed from the Mend-a-Rip as mentioned above, but if you desire to make all the stitches exactly the same length, and also when it is desirable to sew in hard leather, it is best to use it, as the piercing awl works ahead of the the needle and prevents the thread from cutting. As the cut indicates, it is very nicely finished and polished. The piercing awls are made of the very finest steel and threaded on the shank end so that they will screw into the ring. Remember it is not always necessary to use this device.



PRICES

Mend=a=Rip with 1 Needle, 85 cents. Postage 13 cents extra,

Mend=a=Rip with Automatic Stitch Spacer, 1 Coarse Awl, 1 fine Awl, 1 Coarse Needle, 1 fine Needle, and 1 curved Needle, $1.10. Postage 13 cents extra.

THE MEND-A-RIP OUTFIT

Altho the Mend-a-Rip, described on the opposite page, is a perfect hand sewing and riveting machine in itself. many of those who buy the machine alone are not provided with the facilities necessary for holding the work while sewing, and find it inconvenient to obtain thread, wax etc. For this reason we have prepared a regular **Mend-a-Rip Outfit,** described herewith, which supplies this need.

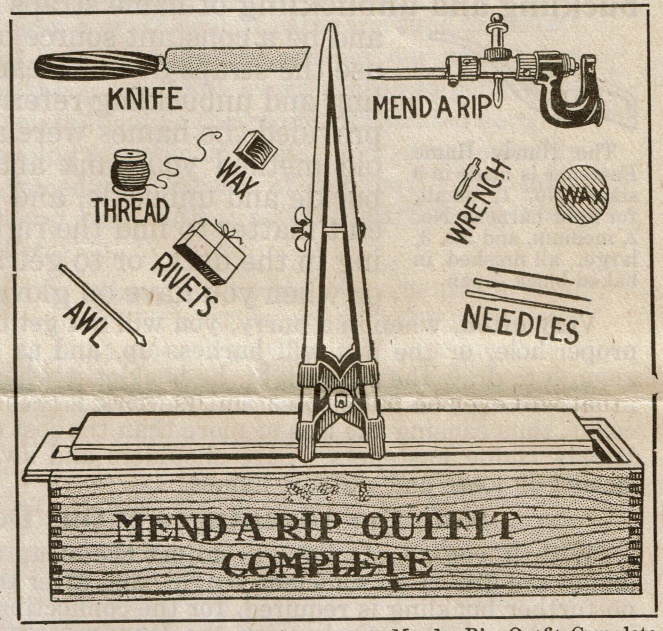
WITH THIS OUTFIT

You can make a complete set of harness and repair your old one. For general work it sews with a heavy wax-end and does as nice work as a high-priced sewing machine.

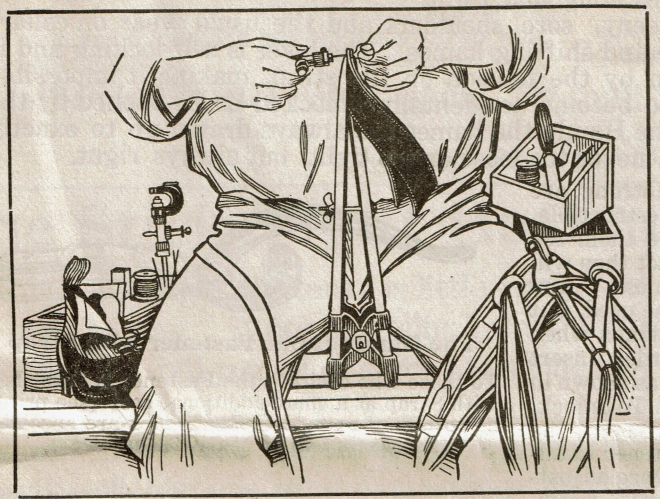
About the house, farm and stable there are a thousand and one things that need repairing, and this outfit enables you to do the work yourself and save time and money.

With the Mend-a-Rip Outfit you can rivet on loops and keepers; manufacture otherwise worthless straps into calf and colt halters; repair the buggy top; fasten straps on the curtains; mend your leather and rubber belts so that they will be as good as new; fasten straps on the web of your self-binder; sew up rips in shoes, overshoes, suspenders, and in fact repair and mend almost everything where a wax-end can be used.

Think how much money such an outfit will save you. How often you have repairing you must take to town for want of proper tools. Then think how cheap we offer this complete outfit, with all tools necessary to do any kind of repairing.



Showing all the tools belonging to our Mend-a-Rip Outfit Complete



Showing the use of the Mend-a-Rip Outfit as a hand sewing machine, and the way to use the Clamp

IT CONTAINS

1 Mend-a-Rip Machine, a perfect hand sewing machine and riveter combined, with magazine for holding a supply of rivets, and automatic stitch spacer.
1 Walter's Celebrated Collapsible Sewing Clamp, for holding the work while sewing.
1 box assorted Tubular Rivets.
1 Piercing Awl. 1 spool heavy Linen Thread.
1 Shoe Knife. 1 ball Beeswax. 1 Fine Needle.
1 Coarse Needle. 1 Curved Needle.
1 ball Shoemaker's Wax, and complete illustrated instructions for sewing and riveting.

PACKED IN A NEAT, SUBTSANTIAL WOODEN BOX.

The Outfit is made of first-class tools thruout, which if purchased singly would cost yon nearly twice as much as we ask you for the complete outfit. The Mend-a-Rip itself is a tool of high-grade workmanship. The body is heavily enameled, the chuck and screws for holding the needle are blued, polished and knurled. The needles and piercing awls are of the finest steel.

The Outfit is ready for work the moment you get it.

No matter what kind of tools you have, for this sort of mending you need this Outfit just the same.

It will pay for itself in one or two jobs repaired, to say nothing of the great convenience of being able to do the work at home and save time and money. This is an outfit you **will like better the more you use it** and the longer you own it. It is a success of the highest order—a practical, useful outfit and a money-maker for its owner. Thousands are in use, and the demand is increasing wherever it has been introduced.

PRICES ON SUPPLIES FOR THE MEND-A-RIP

	Each	Per Doz.
No. 1 Needle (very fine)	$ .05	$ .30
No. 2 Needle (fine)	.05	.30
No. 4 Needle (coarse)	.05	.30
No. 3 Needle (curved coarse)	.08	.48
No. 5 Needle (curved fine)	.08	.48

	Each	Per Doz.
Harness or Shoe Knife	$ .10	$ .60
Walter's Sewing Clamp	.50	3.00
Thread (fine or coarse)	.05	.30
Rivets (box)	.10	.60
Shoemaker's Wax	.02	.12

	Each	Per Doz.
Beeswax	$ .02	.12
Piercing Awl No. 1 (fine)	.09	.48
Piercing Awl No. 2 (medium)	.08	.48
Piercing Awl No. 3 (coarse)	.08	.48

The Retail Price of the Complete Mend-a-Rip is Outfit $2.00

Wholesale Price $12.00 per dozen

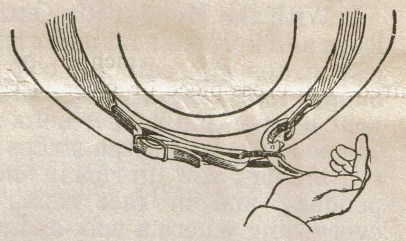
The HANDY HAME FASTENER

A Perfect Device for Saving Hame Straps and Collars, by Doing Away with all Buckling and Unbuckling. Simple in Operation, Non-Breakable, a Necessity with all Teamsters.

It is a fact well known among farmers and all other teamsters that the constant **buckling and unbuckling** of hame straps is what causes them to wear out too rapidly and be a constant source of annoyance and expense. While in actual use the straps do not wear perceptibly, and were it not for the buckling and unbuckling referred to they would last as long as the harness, provided the hames were always drawn up sufficiently tight. By the old method you yank and twist and strain the strap every time you buckle and unbuckle, and you will admit that it is frequently a difficult matter to find the right hole in the strap, especially when harnessing in the dark, or to get the buckle open when your hands are cold, or when you have on gloves or mitts.

The Handy Hame Fastener is made in 3 sizes : No. 1, small, for light harness, No. 2, medium, and No. 3, large, all finished in baked black japan.

Very often, when in a hurry, you will not get the buckle in the proper hole, or the boy will harness up, and as he is not strong enough to draw the strap tight, he buckles it wherever he can, and in either case you have loose and shifting hames which wear the collar, thus causing the loss of more than the cost of a dozen of our Handy Hame Fasteners. Sore shoulders and sweeny are largely caused by loose and shifting hames.



The above cut of the Handy Hame Fastener shows the simplicity of its operation. Only one hand (and that a boy's hand) is needed to fasten or unfasten hames with our Fastener.

Note the Advantages of Our Device

With it you simply have to adjust the strap portion until the hames are drawn up sufficiently tight, and after this is once done, no further buckling is required, for the connecting and disconnecting is then done entirely with the **Handy Hame Fastener,** as is shown in illustrations. This is done in a moment, and the leverage provided enables you to easily draw up the hames snug and tight, preventing sweeny, sore shoulders and the usual wear on collars caused by loose and shifting hames. The lever is self-locking and is held in position by the tension on the strap, making it impossible for the lever to become accidentally unlocked or be opened by the horse. With the Handy the hames are always drawn up to exactly the same place, never too loose or too tight, but always right.

When the strap is once adjusted, the Handy Hame Fastener draws the hames together tight and snug. No loose and shifting hames to wear out hame strap and collar and make sore shoulders and sweeny when the Handy Hame Fastener is used.

They are made strong, are practicably indestructible, and we guarantee them for five years. In fact they will outlast the harness. Any hame strap can be used, but we will furnish straps when specified in the order. Insert the strap thru special D ring, then push up on lever, as shown in illustration at the right above, until ring enters hook. To unlock, simply pull down the lever. Adjust the strap until you get the proper tension on the hames, but always unlock Fastener to adjust strap—never adjust strap while under tension. Once adjusted there is no more buckling. The Handy Hame Fastener reduces the strap one half and reduces the price one half, as the new strap portions will cost only $1.00 per dozen, while the regular length hame straps, good quality, cost 50c a pair. So there is a saving of 25c on each new pair of hame straps. Besides, the straps will last three times as long when used in connection with the Handy Hame Fastener. These facts alone are sufficient to make the Handy Hame Fastener the rapid seller that it is, an agent's bonanza and a godsend to the teamster.

The Handy Hame Fastener with Strap

To those who desire it the Fastener is furnished with Strap at a small additional cost (see prices at bottom of page). Unless straps are specified Fasteners will be sent without straps.

● **Always order in quantities and get the benefit of our lowest prices.** We have no fixed prices at which the Handy Hame Fasteners are to be sold at retail, but allow our agents to exercise their own judgment in this respect. The lowest price our agents are selling at now is 15c each or 25c a pair, while many are selling at 20 to 25c each. Even at the lowest price, if you sell only 25 in one day, you will clear about $2.50 if you order in gross lots. Our agents say it is only a fair day's work to sell 40 or 50 Fasteners. All that is necessary to make these goods sell is to show them. You will seldom sell less than two to four Hame Fasteners to one man, while many farmers, liverymen, draymen etc. will buy from six to a dozen or more at a time. It pays best to have the goods on hand and deliver as you take orders. Order in quantities so you can wholesale the goods to sub-agents, and make a larger profit at retail. **Order now and secure an agency and we will set you up in a permanently profitable business.** All orders, whether large or small, are given prompt and careful attention. Always state how you want the goods shipped, whether by freight or express, and over which line. Unless otherwise instructed we will always ship by freight, except small lots, which go as cheaply by express. **Always give your freight or express office as well as your post-office address, also county and State.**

RETAIL PRICES: Without Straps, each **15c;** per pair **25c.** With Straps, each **25c;** pair **50c.**

WHOLESALE PRICES: Without Straps, 1 dozen $1.00;
With Straps,... 1 dozen 2.00;

Three sizes: No. 1, ¾ inch (for surrey or light harness); **No. 2, ⅞ inch** (for delivery and medium weight harness); **No. 3, 1 inch** (for heavy harness).

ALWAYS ORDER BY NUMBER

The Economy Harness Riveter

As we have always believed there should be a practical harness riveter made to use a tubular rivet, which would be much heavier, stronger and more convenient than the common lever riveter, we have taken a great deal of pains and time to perfect such a device, and judging from the success our agents are having in selling them, we have every reason to believe we have succeeded. You will notice the riveter illustrated here has a receptacle for holding a supply of rivets. It is made doubly strong, being reinforced on the inside of the box. The main body is made of heavy gray casting, all other parts being nickel and machine steel.

Having a permanent setting point and an adjustable set screw, it can be used in many places where others can not. This is provided with what we call a "hurry-up" thumb piece, which can be used to run the screw up to its place, then when a heavier pressure is required, the cross-piece or lever is turned, which gives you about ten times the pressure that can be had with the ordinary lever riveter. Pressure is the most important thing in riveting, as it first clamps the material together, and when it is clamped the rivet is pressed into place, thereby insuring a perfect job.

The nice thing about the Economy Riveter is, you do not have to take the work to the machine, but *take the machine to the work*. You can repair the harness while on the horse or hanging on the hook, which is a very valuable point. If a hold-back should break, jump out of the buggy, take the riveter, and in one minute you have it repaired as strongly and nicely as a harness maker could have done it, and much cheaper. You can fix your suspenders; buggy top; make worthless straps into halters for colts or calves; rivet straps on self-binder web, and a thousand and one other things which we do not enumerate.

If there was ever an article made that every farmer and rig owner will buy or ought to buy, we think it is the Economy Harness Riveter, as you can show your customer in a few minutes wherein it will save him many times the price of it in a year. It makes no difference if he has already purchased a lever riveter, he should also have one of these.

The box can be filled with rivets and carried in your rig to the field.

By having specially designed machinery we have been able to make and sell this riveter, in spite of the high quality of the material and workmanship, so that the

Retail Price is 50 cents each. By mail 28c extra. Wt. 28 oz. 1 dozen, 25 lbs.

Wholesale Price per Dozen, $3.60

The Stick Tight Buttoner and 24 Buttons

The Stick Tight Buttoner is little machine that puts a button wherever needed, and puts it on to stay. It not only clinches the button, but grasps the cloth and holds. We do not have to tell you what a good machine this is. You know it. Go to a man and tell him you have a little pocket machine that puts on a button so that it will never come off. Show him how easily and quickly the button is put on, then tell him that you will sell him one of the machines and give him two dozen buttons for the small sum of **40 cents** and he will buy at once. Neatly japanned.

One man we know of just holds the machine in his hands when he is talking to others, and they become curious and ask him to let them see it. He never loses a sale. You can do the same. You can easily make $3.00 or $5.00 a day and then only half try. When a button is put on with the

Stick-Tight Buttoner you can't pull it off. The way it will clinch is a "cinch." Here is the way our salesmen talk:

Gentlemen:—I received the little Stick-Tight Buttoner; went up street Saturday evening and sold 48 Buttoners and 100 dozen buttons. I sell the Buttoner cheap and each customer buys a lot of buttons. I think this is the way to do, as it is better for both parties. HARRY DEVOE.

The Retail Price of the Stick-Tight Buttoner with 24 Buttons is 40 cts.

Weight of Buttoner and buttons, ready to ship, 5 ounces. Weight of one dozen Buttoners with 24 dozen buttons, ready to ship, about 4 lbs. Postage on one, 5 cents.

Wholesale Price 1 Dozen Buttoners and 24 Dozen Buttons, $2.40

Retail price of buttons, 5c per dozen. Wholesale price, 36c per gross.

Agents See This

HERE IS MONEY FOR YOU, HAND OVER FIST.

A "Scientific" can opener. Think of this. Whoever heard of such a thing? Here it is, that ideal all in one, combination, adjustable can opener and screw top jar wrench for which the public has hitherto vainly sought. A can opener which will quickly cut a smooth and perfect opening in the toughest tin and remove or unseal the tightest sticking screw top. It does this because of its "jack-like" construction. You have often seen a wee bit of a jack raise a heavy automobile, a ponderous engine or some other enormous weight. This little can opener and screw top remover is just as powerful and positive in its action and is rightly named

Foote's "Sure-Opener."

It is so neat, so trim and so handy that all who see it call it a "little beauty", a "little marvel", a "little wonder". Those who use it call it a "little jewel", a "little prize", and all unite in acclaiming it a grand success.

20,000 SOLD IN DAYTON.

First Time on the Market. Never Before Sold Elsewhere.

It is the "Foote-Way" to first be certain the article is right in principle, design and construction, and then prove its salability before offering to our salesmen. After we were thoroughly satisfied the "Sure-Opener" was perfect, we gathered together a crew of agents, male and female, experienced and inexperienced and started them in the city of Dayton with the result of the above enormous sale.

Listen to what the "Sure-Opener" will do: it will open all kinds of fruit, vegetable, meat, fish, paint and molasses cans, every sealed tin receptacle, and **will cut the opening any desired size from two to seven inches in diameter**, it will seal and unseal the cap of any "Mason" or other screw top jar, remove screw caps from kerosene and gasoline cans and the outer caps from cheese and jelly jars.

To open a can with the ordinary can opener is quite a discouragement and to get into a screw top jar on which the top has become tightly sealed is almost an impossibility. How often have the contents of a can or jar been spoiled by the unsuccessful attempt to neatly gain an opening. Think of the number of glass jars broken in an effort to get the top off. The "Sure-Opener" willsave both time and temper. The "Sure-Opener" will not only interest the housewife but will appeal to the *chef* and the head of the pantry of hotels, restaurants, cafes, etc., butchers and grocers, hunters, trappers and miners or anyone who ever opens or ever expects to open a can or remove a screw top. The retail price is the small sum of twenty-five cents. **Now is the time to get started with this article while it is new. You will have something original, something everybody will want.** (See illustration on opposite page)

AGENTS EVERYWHERE WRITE US.

Get in line for a gold mine; here is an article that will coin money for you like the mint.

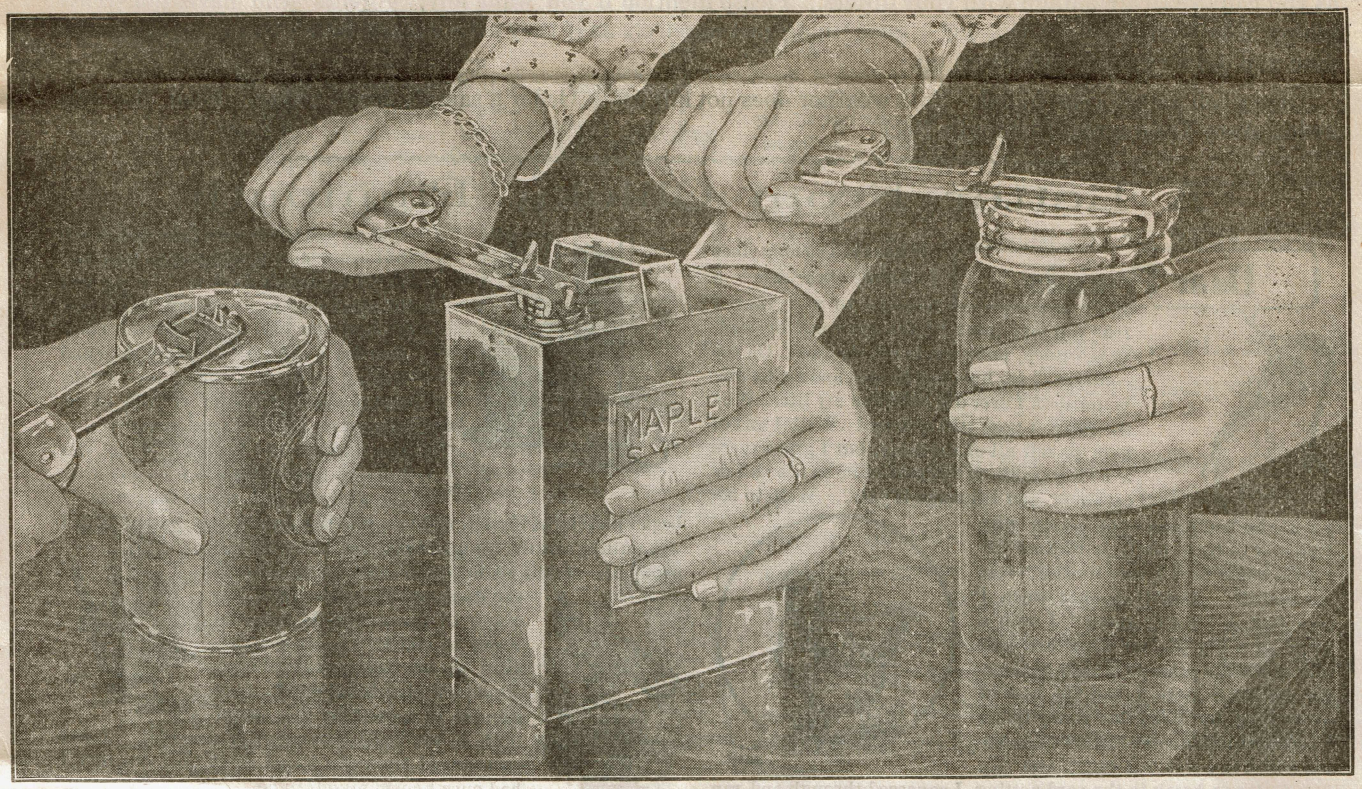
Here Is That Opportunity You Have Been Looking For. Something New. Something Different---Something Everybody Wants

Never before offered in your locality. Do not wait until somebody else gets started in your territory and earns the big money you ought to have—you saw it first

Foote's "Sure Opener"

will cut an opening any desired size from 2 to 7 inches in diameter in fruit, vegetable, meat and fish cans, paint, oil sirup and molases cans; it will also seal and unseal any size "Mason" or other glass jars. It will remove the tightest sticking screw top from tin, glass or china receptacles. No more trouble to get tops off gasoline and kerosene cans. No more broken glass or china jars. Saves time and temper. Always ready.

The Cutter is always sharp. The Sealer never slips. For homes, hotels, restaurants, cafes, groceries butcher shops, steamboats, trains, fishermen, trappers, miners—wherever there is something to eat or drink contained in a jar or can, this article can be sold. Everybody will want it. Nobody will be without it.



Foote's "Sure Opener" is the handiest combination Screw Top Jar Wrench and Can Cutter ever made. Adjustable to any size

It is BUILT LIKE A JACK—a scientific can opener and sealer. Because of its jack-like construction it is so strong that it will cut a perfectly smooth opening in the toughest tin and will remove the tightest sticking screw top.

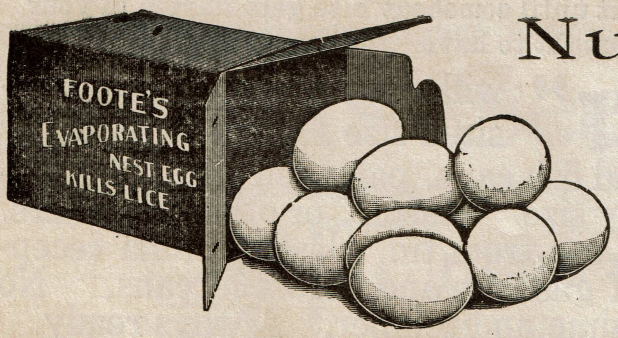
8 inches long, made of steel to give toughness and strength, and aluminum coated to give long life

No rusting—will wear brighter the longer it is used. Nothing to get out of order. So simple and positive in its action, a child can easily operate it.

Agents You are to blame if you don't accept the agency for this article, and reap the big rich harvest which will be yours if you act now. Remember this is a high-grade specialty. Send 25 cents to-day and we will send you a sample at once. Don't wait to take orders before sending us your order, but write to-day ordering several dozen. We will buy back at the wholesale price all that you do not sell.

RETAIL PRICE 25 CENTS. WHOLESALE PRICE $1.80 PER DOZEN

Fancy Nickel Plated Finish, Retail Price 35 Cents. Wholesale Price $2.20 Per Dozen



Nuggets of Silver

Those of our agents who have given a little time and attention to our wonderful new

FOOTE'S EVAPORATING NEST EGGS

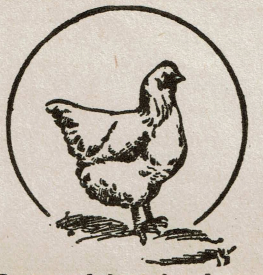
have found them almost as profitable as silver nuggets, because they sell so readily and pay such good profit. Why? Because everybody in the country and lots of town folks keep chickens, and all chickens are lousy unless our Nest Eggs are used. Other lice killers require so much fussing, while our Nest Eggs work day and night and are good for a long, steady service. As an aid to you in your work on these Nest Eggs we have prepared a folder from the matter below. Nothing just like it has ever been done before in the line of poultry advertising, and you will find it will open the way to good sales. We will be glad to send you for distribution as many copies as you can use to advantage with your orders. Please mention if you want any. Agents who have not tried selling this Nest Egg are missing a good thing just as surely as if they ever walked over silver nuggets in the road and did n't stop to pick them up.

They sell all the year round. Cold weather does not kill lice. Order a sample dozen today. Read the following story from a real Plymouth Rock.

A Letter From Chicky Plymouth

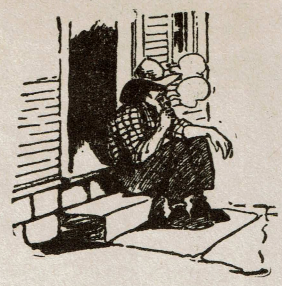
Dear Friends

It has been so long since I have "cackled" a message to you that I fear you may think I have gone out of business. Such, however, is not the fact. On the contrary, I am hustling harder, and am feeling better than I ever did before in my life. Why then have I been still so long? Well, I sort of hate to tell all of the story, but I guess there is no use trying to tell part of it, so it's "all or nothing", and I'll make it "all". Well, to begin at the beginning, one reason why I've said so little lately is because for a good while back I was feeling "real miserable". You remember when I was just a "young thing" I won a prize at a big poultry show and was sold at a large price to a rich fancier. Ah, in those days I had the best of everything, but like other young folks, I became discontented—did n't like being a bird in a "gilded cage" and one day, finding a break in the yard netting, I squeezed through and ran as fast as legs and wings would take me into some woods near by.

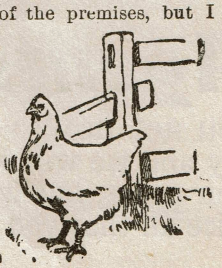


Not to dwell on the results of this foolishness, I need only to say that after one awful night roosting in the branches of a tall tree, to avoid the enemies of chickenkind, I wandered about until I came to a farm-yard, where there were some "common chicken folks" scratching for a living. I was nearly starved, so I pitched in and scratched for a living for the first time in my life.

My new companions mostly proved friendly, and old "Mr. Dominicker" the head of this chicken tribe, took me under his protecting wing and defended me against some young upstarts who were jealous of my trim figure and prettily penciled feathers. The farmer, on whose place we lived, and whose children carefully gathered our eggs every day without as much as saying "Thank you," or giving us any care whatever, was one of those old-fashioned fellows who did n't believe in "book larnin'", a stupid creature who imagined



that an old white porcelain door knob put in the nest would fool us into laying if we did n't want to. So we had to steal our nests where we could around the old tumbled-down barn. One day I noticed strange burning and itching sensations under my wings, and in a day or two every inch of me seemed on fire. I tried wallowing in the dust of the road, and while this brought temporary relief, still in a little while it was worse than ever. I began picking at myself, and in my suffering did not notice that I was pulling out the beautiful feathers I was once so proud of. I felt so wretched that I went down to the duck pond one day and was going to throw myself into the water to see if a good wetting, even at the risk of drowning, would n't give some relief. One glimpse of myself in the mirror made by the water sent me away shrieking. I was so changed from the proud, high-bred creature I had once known myself to be. Where I would have gone or what would have become of me I do not know. Fortunately I met Old Aunt Biddy, who stopped me and insisted on knowing what had distracted me. "Search me," I said, repeating a phrase I heard some boys using one day. She took it literally, however, and began to "search". One glance told her what was wrong. "Why, Chick," said she, "you're just lousy, that's all." I had heard of lice before. I remember my rich former owner telling his superintendent to be sure, whatever he did, to keep lice out of the premises, but I had no idea that anything would so torment a young pullet who only wanted to do her duty in the world. If I had only known my way back to my old clean, comfortable quarters, you may be sure I'd have skurried back faster than I came, but alas, if I had known the way it is not likely that they would have admitted so dreadful a looking object as I was then. I asked Old Auntie what could be done. "Nothing," she replied. "When you are old and tough like me they will leave you alone." Cheerful



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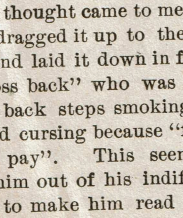
prospect, was n't it? Life looked very blue to me that morning. I roamed the place; refused the company of others. I felt that while it might be no disgrace to get lousy, it certainly was a disgrace to stay so. But how was I to get rid of these pests? I could, of course, expect no help from the old "moss back" farmer, who owned but neglected us so. I thought I would try a dust bath again, and so walked out into the road. My eye caught an object lying in the middle of the road as if it had fallen from some passing wagon. Out of curiosity I walked over to see what it was. On it I read in large, plain letters:

Foote's Evaporating Nest Eggs
Kill Lice and Mites

DIRECTIONS: For setting hens place one egg under the straw of the nest; to rid poultry houses of vermin, place the eggs judiciously in the nests and on the roosts and beams.

I was not long in pecking open the box and you can imagine my surprise to see what looked like real eggs inside. The next thing I noticed was the strong but agreeable odor. On our tumble-down farm we had gotten used to any number of "bad smells" but this was different. It seemed to act at once on me as a tonic. I quickly decided what to do. I tucked an egg under each wing and started back to my nest. "Put one in the nest box," the directions read, and I did so. At first I was just selfish enough to want to keep the whole dozen for myself, but I could see that would do me no good. One was all I could use at a time. So I hustled and got one into twelve different nests I knew of. Then a bright thought came to me. I went back to the road, got the empty box, dragged it up to the farmhouse and laid it down in front of the "moss back" who was sitting on the back steps smoking a cob pipe and cursing because "farmin' did n't pay". This seemed to arouse him out of his indifference enough to make him read what I had read on the box. Then by fluttering around on the ground I coaxed him out to the barn and one after another I showed him the nests each with an egg in. I saw he stooped and looked at the edge of the nest, and would you believe it? looking myself I saw there were a lot of old gray backed lice "hiking out" of the nest to get away from that new nest egg with its powerful, but to me, very grateful odor. Evidently this made an impression on Mr. Farmer, for he walked away thoughtfully chewing a straw. I hopped up into the nest feeling for the first time in days enough interest in life to want to lay an egg. How I brooded over that next egg! I buried it in my breast feathers; I rolled it under one wing and then under the other. I felt cooled and relieved. In a few days I found I was free from lice, and I've been healthy and happy ever since that lucky day when I found that box of Foote's Evaporating Nest eggs on the roadside. It worked the same way on the other hens. The only trouble was that they would "scrap" a little to get the nests with the Nest Eggs in them.



Now, no story that is a story fails to have a sequel—and as this has a sequel it must be a tale of merit. The sequel is a chain of sequences, like that of the old woman whose pig would not go through the gate until "the mouse began to gnaw the rope, the rope began to hang the butcher," etc.

The "moss-back" became one of the most successful farmers of the state, beginning from the day I discovered that box of Nest Eggs. I think you can work out the various steps by which he became intelligent, industrious and careful even of his chickens. Certainly we were never again bothered with lice. We got dry, clean quarters, good food and pure water to drink, and paid him many times over by the GREAT INCREASE IN EGGS. So here 's to the

"FOOTE'S EVAPORATING NEST EGGS,"

and may they never lose their strength.

Yours Without Lice,
CHICKY PLYMOUTH,
Chair-hen Anti-Lice Society of America.

●●●

That in only the experience of a Plymouth Rock. Of course we have letters from every variety of old- and new-fangled chicken that cackles or crows—Cochins, Orpingtons, Leghorns, Langshangs, Rhode Island Reds, Wyandottes, Bantams, Seybrights, etc. etc., of all the strains and colors—white, black, brown, buff, barred, single- and double-combed—telling of like experiences, but we have n't room to print them in this **circular.**

●●●

Nest Eggs Make the Lice Go

SANDYVILLE, W. VA., MAR. 30, '08.

GENTLEMEN :—

Sold about 2½ gross Nest Eggs last summer with the understanding that my customers make a true statement this spring as to the benefit derived. All of them that I have seen have given me good statements, and I am having a lot of these statements printed to advertise the business. I have also used them myself, and know they make the lice go. Enclosed please find order for five gross, which please ship me at once.

J. W. PARSONS.

Retail Prce, 75 cents per dozen; 40 cents per half dozen.

WHOLESALE: 1 gross, $4.50; 2 gross, $8.75; 3 gross, $13.00; 5 gross, $21.00; 10 gross, $40.00

The following letters prove the value and selling qualites of our goods better than our own words. The address of any of these writers will be furnished on application.

Ten Tools in One

How They Co In Connecticut

———, Conn., Mar. 18, '08.

Began canvassing Monday the 16th at 4:00 p. m.—took four orders. To-day (17) took orders for eleven combination hatchets. I did some hustling to-day.

Frank Hinckley.

Just Stood Around and Sold 4 Dozen

On Feb. 1 we received an order from Mr. A. S. Hecathorne for a $5.85 sample case outfit. Ten days after the receipt of this order we received the following letter:

———, Ill., Feb. 10, 1908.

I suppose you think it funny that I have sold four dozen hatchets and six dozen nest eggs in such a short time. I live in a small country town and Friday and Saturday I just stood around and sold all my friends one of the hatchets and also caught a great many farmers. I would like to have the enclosed order as soon as possible.

A. S. Hecathorne.

Its Durability

———, Mich., Feb. 3, 1908.

I bought one of your combination hatchets two years ago, and there has not been a day that I have not used it for something, and it is just as good as the day I got it. I would not take ten dollars for it if I could not get another one.

Percy Titlotson.

Thirty-one Orders in Four Days

———. Miss., July 8, '07.

I started out on the first of July to take orders for the handy hatchet. Took thirty-one orders and lost two days of last week.

J. J. Speed.

Forty-two Orders in Nine Hours.

———, S. Dakota, Aug. 1, 1907.

On July 22 I started out with the handy hatchet and worked nine hours. I took 42 orders. It was the first time I ever canvassed a minute in my life. How is that for a starter?

Marcellus D. Finch.

They Sell in Town as well as Country

———, Ind., June 25, '07.

I have been working in Indianapolis the last two days and took orders for 28 combination hatchets during that time.

L. W. Russel.

Beats Anything He Ever Saw

———, Mich., Oct. 26, '07.

The combination hatchet beats anything I ever saw. I was out one day and got ten orders.

Herman Bidstrup.

All Right—Just as Expected

———, Maine, Dec. 26, '07.

I am very much pleased with the combination hatchet which I received a few days ago. It is all right just as I expected.

Mervin W. Morgan.

All Right in Every Particular

————, Wis., Aug. 19, '07.

I received the box of combination hatchets and they all went like hot cakes. Your goods are all right in every particular.

Sam Walters.

Six Sales out of Eight Trials

———, Pa., Dec. 21, '07.

You can book me as your agent for Adams Co. Yesterday I made a little start and out of the eight I tackled I got six orders for the combination hatchet, so I feel it will be a good seller.

Jacob T. King.

A Dozen a Day

———, Pa., Mar. 30, '08.

I have received the combination hatchet in good shape. Was out only two days with the tool and sold two dozen. Hoping to sell about 6 dozen before I hand in my order which I think will take but a short time, I am yours truly,

Harry E. Rohsbaugh.

Made a Sale Every Time

———, Pa., Feb. 25, '08.

Having completed my first days canvass with the combination hatchet I will inform you with what success I have met. I started out yesterday morning about 9:30 and returned home about 6:00 p. m., in time to do my evening work. I made a straight canvass of twelve farmers and received orders for twelve hatchets.

Willis Shantz.

Note. On March 22 we received an order for 6 dozen hatchets, so we presume he saw five dozen more farmers.

Mend-a-Rip

Every One Pleased, and Sends Us an Order for $125.00

———, O., Mar. 25, '07.

I sold 5 Mend-a-Rips this morning in about one hour. So you see I will soon have another order ready for you. I received the last order in first-class shape and was indeed well pleased. I was delivering this afternoon and succeeded nicely. *Every one pleased.* I have another order sold and will send it in soon as I finish delivering this bill.

April 11, '07.

Enclosed find an order for $125.19. Please rush this to me and I will have another order ready soon.

John M. Stewart.

Handy To Have With You Any Place

———, Cal., Mar. 28, '08.

I am very much pleased with the Mend-a-Rip. It is a handy thing to have with you any place.

M. A. Brady.

Cood for Patching Rubber Shoes

———, Md., Mar. 23, '08.

I own one of your Mend-a-Rips and find it to be the best tool for repairing rubber boots, shoes and harness that I ever saw. I do some repairing for other people.

Wm. H. Rayne.

$25.00 a Week Profit.

———, N. Y., Jan. 13, '08.

I have received orders for ten Mend-a-Rips and twenty-eight Hatchets in the past eight days. Will send in an order soon.

M. Cline.

Miscellaneous

Ten Dollars the First Day

———, Me., Mar. 25, '08.

I have just received the samples as ordered. Am well satisfied. Was out a short time to-day and have taken orders to the amount of about ten dollars.

Yours truly,

Wilbur I. Merrit.

Note—On Mar. 30, five days later, Mr. Merrit sent us an order for goods to the amount of $61.00. This certainly means that our goods are fast sellers.

Averages Eight Dollars a Day

———, Ill., Mar. 27, '08.

Have taken orders six days right at home and my orders amount to $47.31. Haven't made good time yet, but will work steady soon.

T. H. Supinger.

A Business That Holds On

———, Iowa, Mar. 25, '08.

Am still doing a good business. Your articles are fine sellers. Please hurry the enclosed order to me.

Davit Yepma.

20 to 40 Hame Fasteners a Day

———, N. Y., Dec. 26, '07.

I am selling from 20 to 40 Hame Fasteners per day at 35 cents a pair. Please send the enclosed order by express at once.

W. H. Garnrr.

Wants Another Order Book

———, O., Mar. 10, '08.

I got my outfit the 7th. Goods were all right. I am making a good run on Nest Eggs, Mend-a-Rips, Graters and Slaw Cutters. Sold $11.65 worth of goods the first day, $8.00 to-day. Have my order book about full. Send me new order books and another catalog and oblige yours truly,

B. F. Odell.

Nest Eggs Make the Lice Go

———, W. Va., Mar. 30, '08.

Sold about 2½ gross Nest Eggs last summer with the understanding that my customers make a true statement this spring as to the benefit derived. All of them that I have seen have given me good statements, and I am having a lot of these statements printed to advertise the business. I have also used them myself, and know they make the lice go. Enclosed please find order for five gross, which please ship me at once.

J. W. Parsons.

Took Orders for $9.75 One Evening

———, Wash., Nov. 27, '07.

I have just started on the road and am well pleased with my success. In one hour one evening took orders to the amount of $9.75.

Robert Hall.

On Receipt of $4.45

We will ship you the entire $7.75 Outfit illustrated on the reverse side of this circular, consisting of the following splendid sellers:

One "Ever-Ready" Tool Kit — Ten Tools in One. It is just what its name implies; it is truly an "ever-ready" tool kit. It is made of the **finest steel, drop forged.** retail price..... $1.50

One Mend-a-Rip Outfit, consisting of 1 Mend-a-Rip machine, (a perfect hand sewer and riveter combined), 1 Folding Sewing Clamp, 1 Shoe Knife, 1 box of assorted Tubular Rivets, 1 Fine Needle, 1 Coarse Needle, 1 Curved Needle, 1 Piercing Awl, 1 ball of Beeswax, 1 ball of Shoemaker's Wax, 1 spool of Heavy Linen Thread, and illustrated directions for using. retail, 2.00

The Mend-a-Rip is a seller without a peer. One agent makes $1500 a year selling it alone.

One Foote's Sure Opener. The greatest combination screw top jar wrench and can cutter on the market today. It is a seller---20 000 sold in Dayton. Retail Price, Fancy Nickel Plated Finish .35

Two Handy Hame Fasteners. The fact that over a half million have been sold will give you an idea of their popularity. The simplest and most easily operated Hame Fastener to be found. Made in three sizes: No. 1, ¾-in.; No. 2, ⅞-in.; No. 3, 1-in. retail, pair, .25

One Economy Harness Riveter. Stronger and more convenient than the common lever riveter. retail price..... .50

One Stick-Tight Buttoner and 24 Buttons. Puts buttons on to stay. Neatly japanned. Carry right in your pocket. retail price, .40

One dozen Evaporating Nest Eggs. Greatest lice exterminator for the poultry yard. A perfect disinfectant and insecticide in the shape of a nest egg. You will find few places where you will not sell a dozen or more. one dozen, .75

One Nicely Finished Sample Case..... 2.00

Total value of this Outfit $7.75

And you get them for a deposit of only $4.45, or $3.30 less than their value; besides, when you have ordered goods to the amount of $50 this **$4.45 will be returned** to you.

We also furnish you with an ORDER BOOK and an INSTRUCTION BOOK with the Outfit, thus fitting you out completely, ready to go to work taking orders without any previous experience whatever. Take it all in all, it is one of the best and strongest propositions that has ever been put out by an agents' supply house.

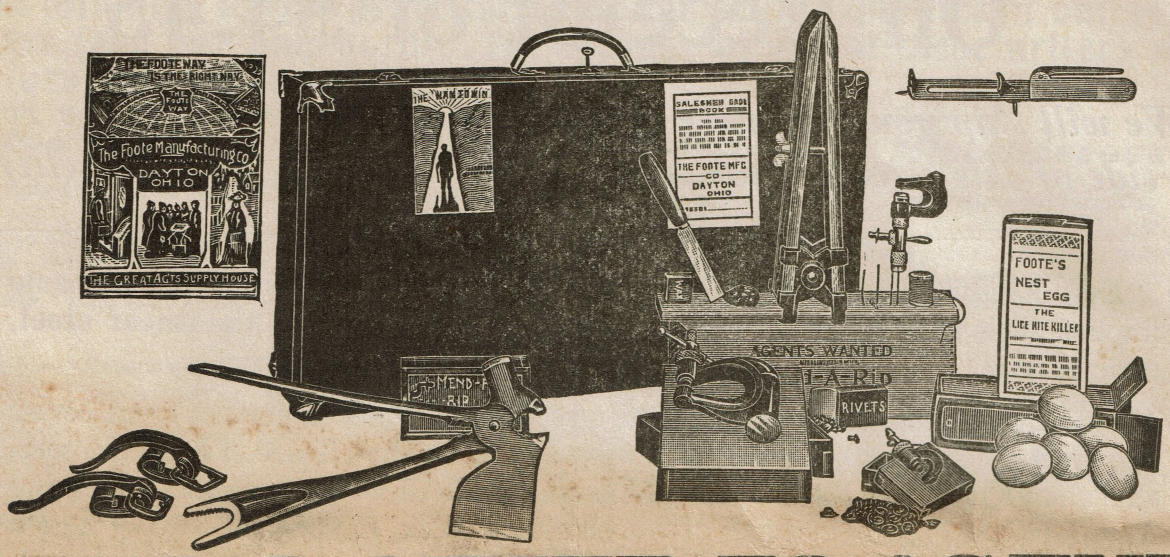
We want to start you in business that will be successful. Why?

Because your success is our success.

THE FOOTE MANUFACTURING CO.,

No. 114 N. St. Clair St., Dayton, Ohio.

Our Complete Salesman's Outfit



SPECIAL OFFER TO AGENTS

$7.75 for $4.45

And the amount will be returned to you as soon as your combined orders amount to $50.00. Thus your SAMPLE OUTFIT IS FREE IN THE END.

Use This Blank When Ordering This Case of Samples

FOOTE MANUFACTURING CO., DAYTON, O.

GENTLEMEN:—I have read your circulars thru carefully, and I believe I can do well with your goods in this locality. Send me your Case of Samples and give me such instructions as you think I need. I will go to work and do the best I can. I enclose $4.45 as required. I have also answered the questions as required below.

*Sign your name here*_____

*Post-Office*_____ *County*_____

*State or Territory*_____ *Date*_____

*Nearest Express Station*_____

If you desire to go to work for us, please fill out the following blanks. The questions are all of a proper business nature, and are asked in order that we may be better able to give you proper instructions, and for other reasons explained at the bottom of this sheet.

*Have you ever tried an agency?*_____ *If so, for what?*_____

*If so, for whom?*_____ *Total amount of goods sold $*_____

*How long did you work at the business?*_____ *If we fit you out when can you begin?*_____

*During the next 3 months how much time will you give our work?*_____

*What is your age?*_____ *Are you well known in your locality?*_____

*Remarks*_____

There is a class of advertisers who fill their circulars with unreasonable statements about agents making $40 to $50 a day, and then they offer to send an outfit free to anyone who will remit a certain amount to pay postage. In most cases the amount sent not only pays the postage but also for everything contained in the outfit, and leaves them a good profit besides. Such firms can well afford to send outfits to Tom, Dick and Harry, regardless of their ability to sell the goods, for they make a profit out of the outfit anyway. With us it is different. The samples, together with the case, are worth about twice as much as we ask you to deposit. For this and other reasons we require those who apply for agencies to answer the above questions so that we may know something about the parties who propose to work for us, and wo shall decline to send the case of samples to those who fail to answer satisfactorily the above questions. If in any case and for any reason we decline to fit a person out who orders the case of samples, we shall immediately return the money sent for samples. We are in search of reliable agents to do business, and we require an answer to the above questions, in part to protect ourselves from being imposed on by those who never intend to do anything, but only order the samples because they can get something for less than its value; and in part that we may be better able to instruct and teach those who do mean business. If you are out of work or are not satisfied with your present business, and would like to make more money, you will find it to your interest to conform to our simple requirements. If you mean business you will find us not disposed to require anything unreasonable or inconsistent with fair dealing; but we have no time to spend instructing those who do not mean business; and we have no desire to send a case of samples for less than its cost to us to anyone unless it is his or her intention to go to work. Answer the above questions, and if we decide to fit you out, you will always find us ready and willing to assist you in every way possible. We have no use for lazy, dishonest agents; but those who go to work for us in earnest will soon realize that they have engaged with a firm which is not only able to give them profitable employment, but is also able to instruct them as no other firm can.